

Everything You Wanted to Know About B/D Compliance but Were Afraid to Ask

Course Description

This two hour course is designed to provide an overview for registration professionals and other interested persons to have a chance to ask their questions and have an open discussion on areas of compliance that they may or may not be involved in daily. We will cover a wide range of topics that compliance professionals deal with on a day to day basis. Topics will include but are not limited to:

- Different categories of broker dealers
- Written Supervisory Procedures
- Supervisory Control Procedures
- Email Review
- Marketing Review
- Annual Compliance Meeting
- Anti-Money Laundering
- Regulation Best Interest

Different Categories of B/D

- A. Clearing Firms
- B. Introducing Firms
- C. Wholesaler
- D. Limited Broker Dealers
 - a. Mutual Funds and Variable Annuities
 - b. Municipals
 - c. Merger and Acquisitions
 - d. Private Placements

Written Supervisory Procedures

- A. Why do we need them?
- B. Record retention

Supervisory Control Procedures

- A. CCO
- B. FINOP
- C. AML Officer
- D. Supervisory Structure
 - 1. Designated Principal
 - 2. Operations Professional

Email Review

- A. Lexicon
- B. SEC 17a-4 WORM compliant

Marketing Review

- A. Types
 - a. Correspondence
 - b. Retail
 - c. Institutional
 - d. Public Appearance
- B. Filing requirements
 - a. First Year Broker Dealers
 - b. 10 days in advance
 - c. Within 10 days
- C. Dos and Don'ts

Annual Compliance Meeting

- A. Annual Attestations
- B. Common topics

Anti-Money Laundering

- A. Definitions
 - a. SARs
 - b. CTR
- B. Customer Identification Procedures
- C. OFAC

Regulation Best Interest

- A. Who's required?
- B. Form CRS
- C. Disclosure document

Open Forum